

**2<sup>nd</sup> Annual Government Procurement Conference**  
**April 23-24, 2007**  
**Diamond Jacks Resort**  
**[www.lagovconference.com](http://www.lagovconference.com)**

**AGENDA**

**Monday April 23, 2007**

All Day Exhibitor Set-up

6:00 pm - 8:00 pm     Diamond Sponsor Named Mixer at Diamond Jacks Resort

**Tuesday April 24, 2007(tentative)**

7:30-8:30 am             Registration and Breakfast

8:30 am                 Opening Ceremonies

9:00-11:30 am         Exhibitor Booths open (Concurrent breakout sessions)

11:30-1:00 pm         Booths Closed/Luncheon

1:00-3:45 pm           Exhibitor booths reopen (Concurrent breakout sessions)

3:45-4:00 pm           Closing Ceremonies

**BREAKOUT SESSION CLASSES** (tentative)

Government Contracting 101

Veterans to Business

Service Disabled Veteran Owned Small Business Set-aside

How to Get on a GSA Schedule

How to Write a "Winning" Proposal

How to Avoid Common Mistakes in Proposal Content

How to Process, Analyze, and Respond to a Federal RFP

Surety Bonds

8 (a) Business Development Program

How to Do Business with a Prime Contractor (or as a sub)

RFID & Other Concerns for Manufacturers

Financing Your Contract

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